

ARE YOU RUNNING
YOUR BUSINESS
OR
IS YOUR BUSINESS
RUNNING YOU?

Mike Gruley
Professional EOS Implementer™
1 Vision Advisors, LLC



FRUSTRATIONS

- Control
- Profit
- People
- Hitting the Ceiling
- Nothing's Working



VISION

. 8 Questions

8 QUESTIONS

1. Core Values?
2. Core Focus?
3. 10-Year Target?
4. Marketing Strategy?
5. 3-Year Picture?
6. 1-Year Plan?
7. Quarterly Rocks?
8. Issues?

VISION

- ***8 Questions***
- ***Shared by all***

PEOPLE

- *Right People*

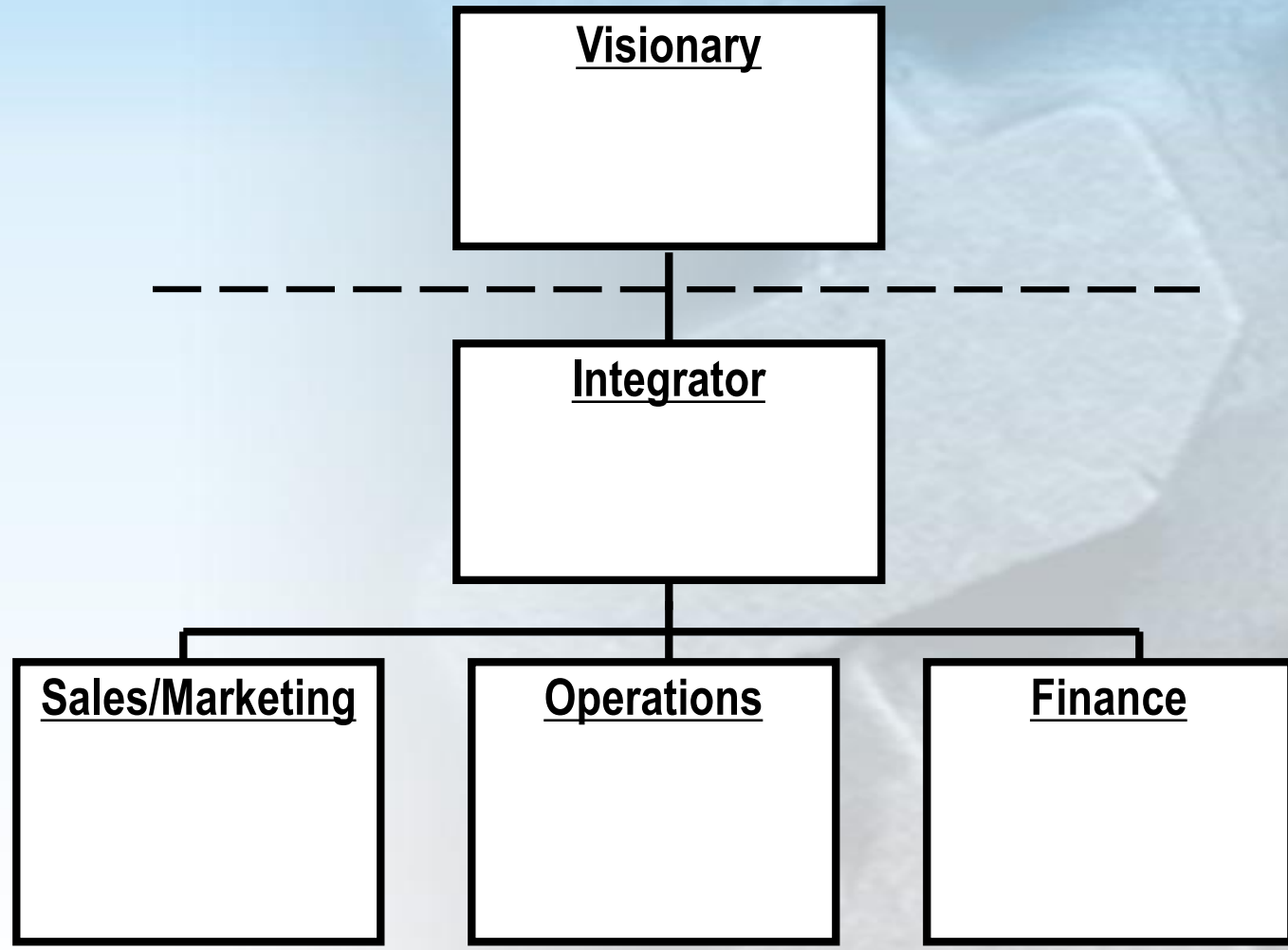
THE PEOPLE ANALYZER

Name	Humbly confident	Grow or die	Help first	Do the right thing	Do what you say
Sally Jones	+	+	+	+	+
John Smith	-	-	-	-	-
George Wilson	+/-	+/-	+/-	+/-	+/-
The Bar	+	+	+	+/-	+/-

PEOPLE

- ***Right People***
- ***Right Seats***

THE **ACCOUNTABILITY** CHART



GWC

Get It

Want It

Capacity to Do It

Function
Name

- _____
- _____
- _____
- _____
- _____

THE PEOPLE ANALYZER

Handout - Page 8

Name	Humbly confident	Grow or die	Help first	Do the right thing	Do what you say	Get it	Want it	Capacity
Sally Jones	+	+	+	+	+			
John Smith	-	-	-	-	-			
George Wilson	+/-	+/-	+/-	+/-	+/-			
The Bar	+	+	+	+/-	+/-	Y	Y	Y

DATA

. Scorecard

YOUR WEEKLY SCORECARD

WHO	MEASURABLES	GOAL	wk1	wk2	wk3

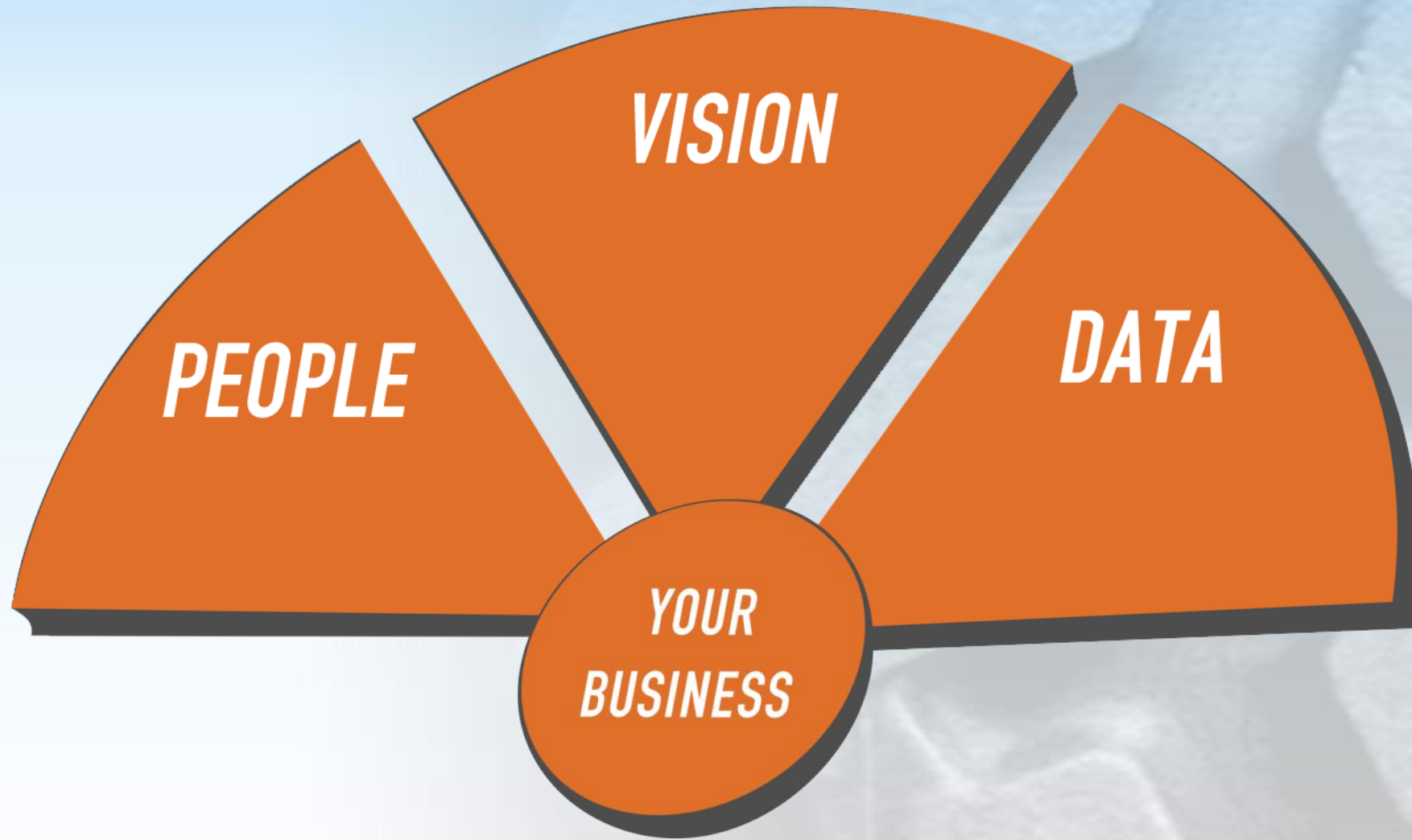
“Activity-based numbers predicting future results”

SCORECARD MEASURABLES

- › Weekly Revenue
- › Cash Balance
- › Sales Calls
- › Sales Meetings
- › Proposals
- › Closed Business
- › Customer Satisfaction
- › Accounts Receivable
- › Accounts Payable
- › Errors
- › Utilization/Capacity

DATA

- ***Scorecard***
- ***Measurables***



ISSUES

- *Issues List*
- *IDS*

THE ISSUES SOLVING TRACK

Identify

Discuss

Solve

PROCESS

- *Documented*

CORE PROCESSES

- › People
- › Marketing
- › Sales
- › Operations
- › Accounting
- › Customer Retention

20/80 Rule

PROCESS

- *Documented*
- *Followed by All*

TRACTION

- ***Rocks***
- ***Meetings***

THE LEVEL 10 MEETING

- **Starts on Time**

“Early is on time, on time is late.” Vince Lombardi

**Same Day
Same Time
Same Agenda
Starts on Time
Ends on Time**

THE LEVEL 10 MEETING

Good News	5 Mins
Scorecard	5 Mins
Rock Review	5 Mins
People Headlines	5 Mins
To-Do List	5 Mins

Placeholder text for the IDS section

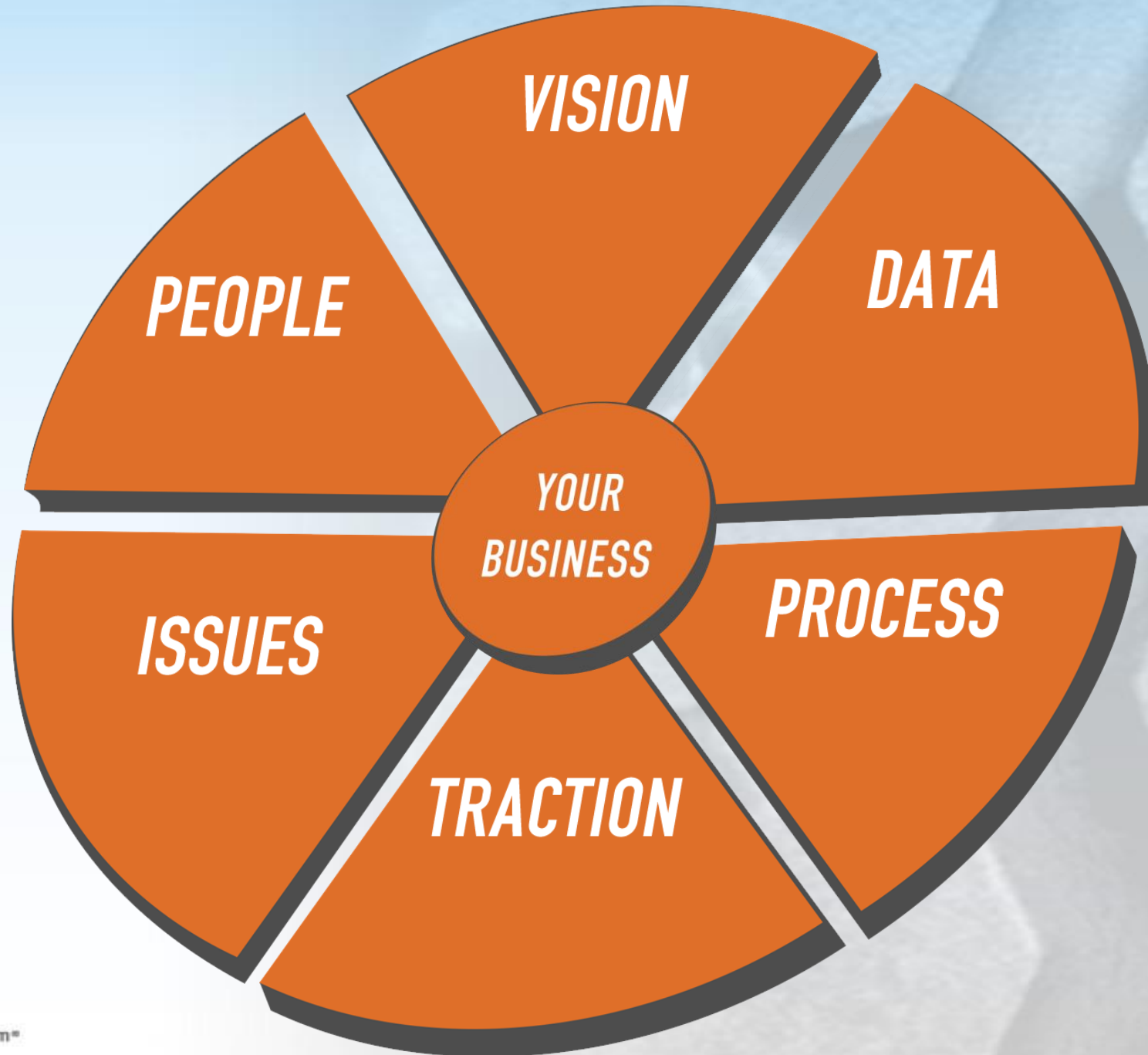
IDS	60 Mins
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Placeholder text for the IDS section

Conclude	5 Mins
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**Those 136
Things
Fall Into
Place**

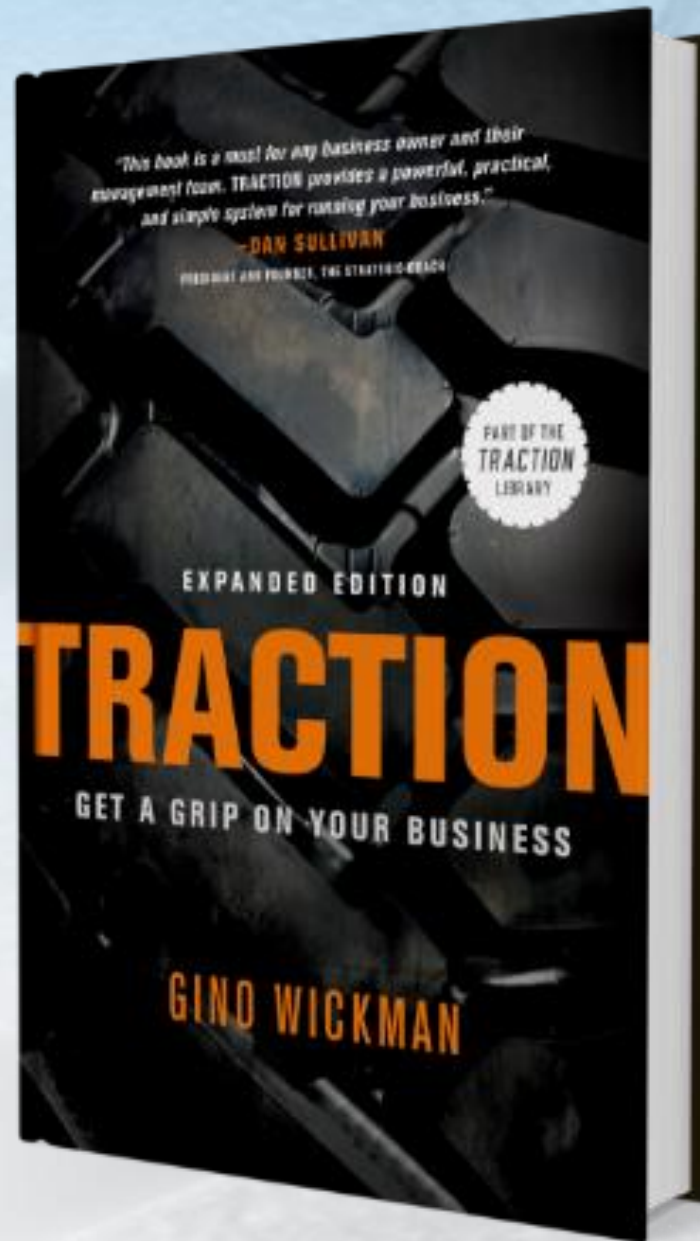


FOUNDATIONAL TOOLS

80% of
the
Results

- V/TO
- Accountability Chart
- Rocks
- Level 10 Meeting
- Scorecard

**Need a little
more help?**



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